

# EFFICIENCY PLUS (E+) COMMERCIAL INDUSTRIAL PROGRAMS

SAVINGS AND SUCCESS APRIL, 2012



# OUTLINE

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**Why E+ Offerings**  
Commercial/Industrial  
Programs  
Residential Programs  
Resources  
Questions

# WHY PAY CUSTOMERS TO USE LESS

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- + Energy efficiency key part of products and services offered to Montana customers
- + Energy Efficiency can cost less than buying supplies of electricity or natural gas
  - Win-win for customers and utility
  - Rebates and incentives based upon value of energy savings compared to cost of new supplies of energy
  - NorthWestern Energy costs and requirements specific to NorthWestern—every utility is different

# STRATEGY

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- + Costs recovered in Rates--Supply or Universal System Benefits Charge (USBC)
- + Mix of Programs across all customer sectors
  - No natural gas offers for natural gas customers who buy supplies from other sources (many schools, hospitals, government, and some others)
  - No electric offers for Large USB electric customers who buy supplies from other sources (very few of the largest electric customers)

# WHY UPGRADE EFFICIENCY

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- + Return on investment
- + Reduce pollution and emissions
- + Cultivate a reputation of innovation
- + Produce a legacy of achievement
- + Energy costs go directly to business bottom line – lower operation & maintenance expenses
- + Improve employee productivity and workplace satisfaction

# E+ COMMERCIAL/INDUSTRIAL PROGRAMS

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- + E+ Energy Appraisals for Small Businesses
- + E+ Commercial Lighting
- + E+ Business Partners
  - New Buildings
  - Existing Buildings
- + E+ Natural Gas Commercial Savings
  - New Buildings
  - Existing Buildings
- + E+ Electric Commercial Savings
  - New Buildings
  - Existing Buildings
- + E+ Green Motor Rewind Rebates
- + Northwest Energy Efficiency Alliance
- + E+ Renewable Program

# E+ BUSINESS PARTNERS PROGRAM

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- + Customized incentives for cost effective electric or natural gas have saving measures in new facilities or in major renovation projects
- + Often requires modeling to identify measures and incentive level
- + It can never be TOO EARLY in a project to get started
  - Planning, designing, bidding and building

## E+ COMMERCIAL ELECTRIC APPLIANCE REBATE PROGRAM

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- + Rebates for purchasing and installing high efficiency replacements for existing technologies
- + ENERGY STAR® computers, servers, 80+ power supplies, office network energy management software, etc.



**NorthWestern Energy  
Commercial Electric Appliance – Existing Facility  
Program Guidelines, Application Instructions & Incentive Amounts**

**Qualifications**

- NorthWestern Energy commercial electric customers are eligible for the program. Large USB "Choice" customers do not qualify.
- NorthWestern Energy representatives may verify completed jobs prior to payment.
- This program is for existing commercial facilities. New construction does not qualify.
- Work completed or materials purchased prior to July 1, 2010, will not be accepted under the program.
- Details of the program, including incentives, are subject to change without prior notice. Incentive amounts are valid through November 30, 2012.

INCENTIVE AMOUNTS EFFECTIVE JULY 1, 2010			
Equipment	Incentive Amount (\$/unit)	Unit of Measurement	Qualifiers
Dishwashing – Commercial Chemical* System	\$400.00	per unit installed	Water heating exclusively with electricity; ENERGY STAR® rated Low-Temp. commercial dishwasher only
ENERGY STAR – Water Cooler	\$1.00	per unit installed	ENERGY STAR rated water cooler (Hot/Cold Water); Leased equipment does not qualify
Hot Food Holding Cabinet – Commercial	\$725.00	per unit installed	ENERGY STAR rated commercial hot food holding cabinet
ENERGY STAR – Battery Charging System	\$1.00	per unit installed	ENERGY STAR rated battery charging system
ENERGY STAR – Computer*	\$2.00	per unit installed	ENERGY STAR rated computer; Features include enabled sleep mode
ENERGY STAR – Copier*	\$80.00	per unit installed	ENERGY STAR rated copier; Leased equipment does not qualify
ENERGY STAR – Fax*	\$2.00	per unit installed	ENERGY STAR rated fax; Leased equipment does not qualify
ENERGY STAR – Printer*	\$10.00	per unit installed	ENERGY STAR rated printer; Leased equipment does not qualify
ENERGY STAR – Scanner*	\$1.00	per unit installed	ENERGY STAR rated scanner; Leased equipment does not qualify
ENERGY STAR – Server*	\$1,200.00	per unit installed	ENERGY STAR rated server; Leased equipment does not qualify
Office Computer Network Energy Management software	\$6.00	per managed computer	Office Computer Network Energy Management software
PC Power Supply 80+*	\$0.50	per power supply	ENERGY STAR version 5.0 qualified or better; 80% efficient power supply for PC's
Server Virtualization (4:1) *	\$75.00	per unit installed	Using software, remove a minimum of four servers with one physical server
Server (Early Retirement) *	\$50.00	per server removed	Removal of inefficient standard server & replace with ENERGY STAR rated qualified server

\* Note: Multiple rebates may be available for qualifying measures. Please call (800) 823-5995 for assistance.

**Steps to Participate**

1. Refer to the chart above for eligible energy saving measures.
2. Identify which of these measures apply to your facility. For assistance, please call (800) 823-5995.
3. Obtain bids from several contractors.
4. Hire the contractor of your choice or do the work yourself.
5. Complete and sign the E+ Commercial Electric Appliance – Existing Facility application.
6. Attach originals or legible copies of the following:
  - Invoice from contractor or receipt for materials purchased.
  - Contractor invoice should include: invoice date; invoice number; name and address of contractor; address where work was performed; brand, model number, and the number of units installed; and itemized cost of all installed materials.
  - Current NorthWestern Energy bill for address where work was performed.
  - Completed W-9 form is required for rebate payment.
7. Submit completed application along with all documentation and current NorthWestern Energy bill.

**Mail to:** NorthWestern Energy  
Attn: C-EX-E-APP  
PO Box 1167  
Helena, MT 59624

Or, fax to: (800) 823-5885

**Questions? Call (800) 823-5995**

Log on to [www.northwesternenergy.com](http://www.northwesternenergy.com) for a complete list of rebate programs and details.

Details of the program, including incentives, are subject to change without prior notice.  
Incentive amounts are valid through November 30, 2012.



**CUSTOMER & PAYMENT INFORMATION: (Check will be made payable to name on NorthWestern Energy account unless otherwise specified.)**

Please PRINT Clearly NorthWestern Energy Acct# (REQUIRED):           (Attach recent bill and list account number, Acct.# located in upper right hand corner of billing statement)

Name on NorthWestern Energy ELECTRIC Account:

Tax ID # (required):  Tax Entity:

Installation Address:  City:  State:  Zip:

Mailing Address (if different):  City:  State:  Zip:

Contact Name:  E-mail Address:  Phone:

Contractor Name:  Phone Number:

Equipment	Date Installed	Cost	Quantity	Additional Information	Incentive Amount (Office Use)
Dishwashing – Commercial Chemical System				Manufacturer and Model No.	
ENERGY STAR® – Water Cooler				Manufacturer and Model No.	
Hot Food Holding Cabinet – Commercial				Manufacturer and Model No.	
ENERGY STAR – Battery Charging System				Manufacturer and Model No.	
ENERGY STAR – Computer				Manufacturer and Model No.	
ENERGY STAR – Copier				Manufacturer and Model No.	
ENERGY STAR – Fax				Manufacturer and Model No.	
ENERGY STAR – Printer				Manufacturer and Model No.	
ENERGY STAR – Scanner				Manufacturer and Model No.	
ENERGY STAR – Server				Manufacturer and Model No.	
Office Computer Network Energy Management software			# of computers managed	Manufacturer and Model No.	
PC Power Supply 80+				Manufacturer and Model No.	
Server Virtualization (4:1)				Manufacturer and Model No.	
Server (Early Retirement)				Manufacturer and Model No.	

**PLEASE READ TERMS AND CONDITIONS ON THE BACK OF THIS APPLICATION BEFORE SIGNING**

Customers are encouraged to obtain multiple bids to compare price, product, service, product performance characteristics and contractor warranty. NorthWestern Energy or its agents do not sell energy conservation products directly to customers. NorthWestern Energy does not endorse or recommend any specific manufacturer, brand or model of energy conservation products. State and federal tax credits may be available for many qualifying energy efficiency improvements. For more information call (406) 444-6900 or visit [www.revenue.mt.gov](http://www.revenue.mt.gov)

Projects completed or MATERIALS purchased prior to July 1, 2010 are not eligible. Projects must be completed by November 1, 2012 and paperwork will not be accepted after November 30, 2012.

Before submitting this application be sure to:

- ☐ Include a recent NorthWestern Energy bill for the installation address
- ☐ Attach all applicable receipts, invoices, and commissioning reports or checklists
- ☐ Read Terms and Conditions (on the back of this application)
- ☐ Complete and sign the application
- ☐ Completed W-9 Form (Required)

Fax the completed application & all supporting documents to:  
**(800) 823-5885**

Or mail the completed application & all supporting documents to:  
**NorthWestern Energy**  
**C-E-E-APP**  
**P.O. Box 1167**  
**Helena, MT 59624**

I certify that the information on this application is true and correct and that I have read, understand, and agree to the terms and conditions on the reverse of this application.

Customer Signature:  Date:

**FOR OFFICE USE ONLY. DO NOT WRITE BELOW THIS LINE.**

Date Application Received:	Date Verification Performed:
Date Additional Info Requested:	Verification Results: (circle one) PASS FAIL
Date Submitted for Payment:	Reason(s) for failure (if applicable):
Total Incentive Amount: \$	Verifier Signature: <input type="text"/>

#### Terms and Conditions

**APPLICATION:** This application must be filled out completely, truthfully and accurately. Participants are advised to retain a copy of this application and any accompanying documentation submitted to NorthWestern Energy under this program. NorthWestern Energy will not be responsible for lost documentation pertaining to this application request. Funds for incentives are limited and available on a first-come, first-served basis. Details of this program, including incentives, are subject to change without prior notice.

**ELIGIBILITY:** Incentives are available to approved applicants who are NorthWestern Energy commercial and industrial customers. NorthWestern Energy large USB "Choice" customers are not eligible for the program. Final determination of eligibility shall rest solely with NorthWestern Energy.

**VERIFICATION:** Participant's contractor will verify that the installed electric saving measures meet program standards and State of Montana codes. Participant's facility may also be selected for post-installation verification prior to incentive payment. No warranty is implied by this verification. NorthWestern Energy's inspection of installed equipment or energy saving measures is for the sole purpose of assuring that it has been installed and program criteria have been satisfied, and it is not for the purpose of inspecting materials or quality of work. NorthWestern Energy makes no representations or warranties concerning adequacy of materials or quality of the work by virtue of its inspection.

**PAYMENT:** The incentives will be paid within 4-6 weeks upon: (i) completion of the Efficiency Plus (E+) Rebate Program saving measures, (ii) verification of the measures, and (iii) submission of this completed application with all required information attached.

**PROOF OF PURCHASE:** The invoices accompanying this application must itemize the products purchased and/or work performed. This proof of purchase must show: (1) the date of purchase and itemized price paid, (2) the size, type, make, model or part number for the products, and (3) a description of any installation or other labor charges.

**INCENTIVE AMOUNT:** Incentives for the Efficiency Plus (E+) Rebate Program savings measures completed as set forth in this application are limited to the amounts set forth in this application and may not exceed the purchase price.

**TAX LIABILITY:** NorthWestern Energy is not responsible for any tax liability imposed on Participant as a result of payment of these incentives.

**SAFETY & BUILDING CODES:** Participant represents that: (i) all products installed and work performed complies with all federal, state and local safety, building and environmental codes, and (ii) products are UL listed, if applicable, and installed per manufacturer's instructions. NorthWestern Energy is not responsible for wiring, piping, appliances, chimneys, flues or venting, and/or equipment on Participant's premises beyond the appropriate service meter or other points of connection with NorthWestern Energy's service connection at which point the responsibility of NorthWestern Energy shall cease.

**NO ENDORSEMENT:** NorthWestern Energy does not endorse any particular manufacturer, contractor or product in promoting the Efficiency Plus (E+) Rebate Programs. The fact that names of particular manufacturers, contractors, products or systems may appear on this application does not constitute an endorsement. Manufacturers, contractors, products or systems not mentioned are not implied to be unsuitable or defective in any way. NorthWestern Energy or its agents do not sell energy conservation products directly to customers.

**PROPERTY RIGHTS:** Participant represents that Participant has the right to perform the rebated saving measures on the property on which those measures are performed and that any necessary landlord's consent has been obtained.

**ACCESS & EVALUATION:** NorthWestern Energy and/or its representatives may request access to the property and may review and evaluate the project during and after completion for up to 2 years. Participant agrees to provide reasonable access to the property for the purposes described herein.

**ENERGY INFORMATION RELEASE:** Participant authorizes NorthWestern Energy to access energy usage data for the project's specified electric account at the physical address of the project. Participant agrees to provide other reasonable assistance to obtain such information.

**INFORMATION RELEASE:** Participant agrees that NorthWestern Energy may include services and resulting energy savings in reports or other documentation submitted to the Montana Public Service Commission. NorthWestern Energy will treat all other information gathered in evaluations as confidential and report it only in the aggregate.

**ELIGIBLE PRODUCTS:** Products must meet energy efficiency specifications of NorthWestern Energy. These specifications may be found on the Web at [www.northwesternenergy.com](http://www.northwesternenergy.com). If you, or your contractor, are not sure of the specifications, please call (800) 823-5865 before proceeding.

**DISCLAIMER / NO LIABILITY:** Participant understands that, while NorthWestern Energy is providing Participant with the incentives payment, NorthWestern Energy is not supervising work performed for Participant nor is NorthWestern Energy responsible in any way for proper completion of that work or proper performance of any products purchased. NorthWestern Energy is simply providing funding to assist Participant in implementing rebated saving measures. Participant assumes the risk of any loss or damage(s) that Participant may suffer in connection with installation of the measures. NorthWestern Energy does not guarantee any particular electric saving results by its approval of the application or by any other of its actions.

# WHAT TYPE OF REBATES ARE OFFERED...


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- Commercial Lighting
- Commercial Air Conditioning
- Commercial Heating
- Commercial Insulation
- Commercial Refrigeration
- Commercial Electronics & Appliances

- Commercial Water Heating
- Commercial VFD
- Commercial Motor Rewind Rebates
- Commercial Programmable thermostats and controls
- Commercial Irrigators Program

# E+ RESIDENTIAL PROGRAMS

- + Energy Audit for Home
- + Home Lighting Program
- + Natural Gas Savings for the Home
- + New Homes Program
- + Residential Electric Savings
- + Electric Additional Measures
- + Free Weatherization
- + Renewables
- + Northwest Energy Efficiency Alliance



**Northwestern Energy** | **efficiency plus**

Efficiency Plus:  
**SEIZE THE SAVINGS**

**Here's Your Coupon!**  
Use the coupon below to save \$2 each on up to 10 ENERGY STAR® compact fluorescent light (CFL) bulbs. Use your coupon between September 29 and November 13, 2011. One coupon is issued per residential account. Your coupon is coded with your Northwestern Energy account number ending in.

**The Four Ls of CFLs**

- 1. LABEL** Look for the ENERGY STAR label for top performance and satisfaction.  
[ASK ABOUT ENERGY STAR](#)
- 2. LIGHT** Buy a CFL that produces at least as much light (lumens) as the incandescent bulb you are replacing.
- 3. LOCATION** Read the CFL packaging to make sure the bulb is rated for the location where you plan to install it. Most CFLs will not work on dimmer switches.
- 4. LESS ENERGY** CFLs use about a quarter as much electricity as incandescent bulbs – and they last up to 10 times longer. Install CFLs in high-use locations to start saving electricity and money now.

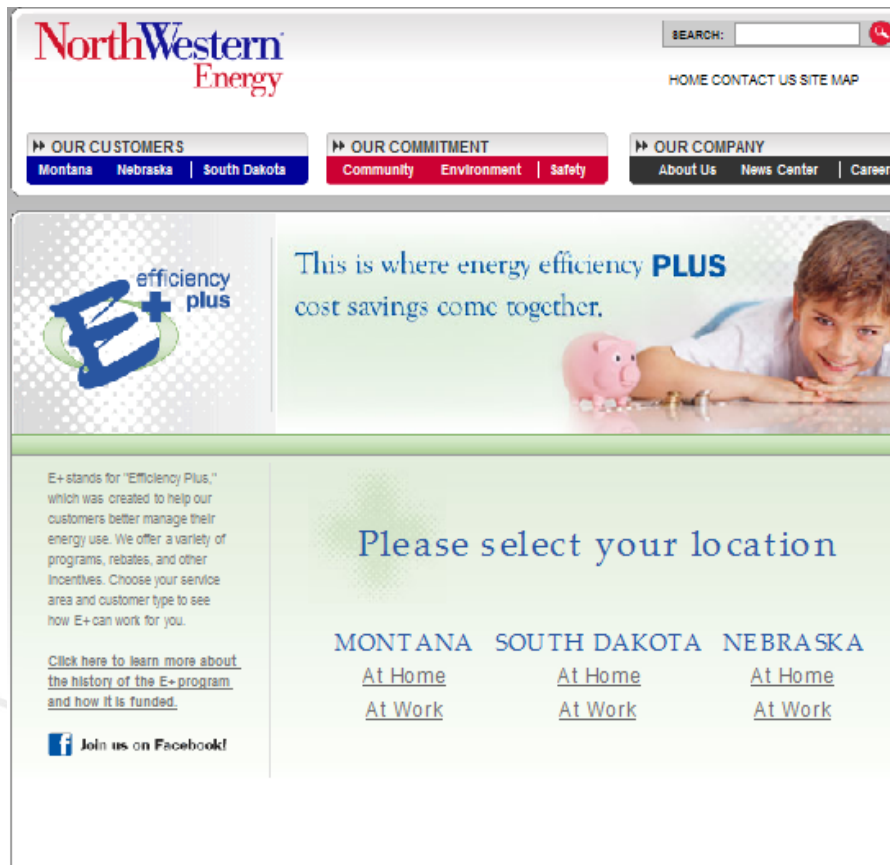
Incandescent Bulb Rating (watts)	Equivalent Light Output (lumens)	Typical CFL Replacement (watts)
40 Watts	400	9-13 Watts
60 Watts	800	13-15 Watts
75 Watts	1,100	16-20 Watts
100 Watts	1,600	23-30 Watts
150 Watts	2,300	30-40 Watts

**ENERGY STAR** 10 watts 800 lumens | **Incandescent** 60 watts 800 lumens

Printed on recycled paper with soy-based ink.

# NORTHWESTERN ENERGY E+ PROGRAMS

[www.northwesternenergy.com/eplus](http://www.northwesternenergy.com/eplus)



+ Program applications, qualifications, tips, training, resources

800-823-5885

# REGULATORY SUPPORT SERVICES

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- + **Bill Thomas – Manager**
  - 406-497-2111
  - bill.thomas@northwestern.com
- + **Connie Moran – Admin.**
  - 406-497-2491
  - connie.moran@northwestern.com
  - General
- + **Dave Bausch – Engineer**
  - 406-497-2322
  - david.bausch@northwestern.com
  - Commercial/Industrial, General
- + **June Pusich-Lester – Engineer**
  - 406-497-2329
  - june.pusich-lester@northwestern.com
  - Renewables
- + **Betsy Pahut – DSM Professional**
  - 406-497-2609
  - betsy.pahut@northwestern.com
  - General
- + **Danie Williams – Engineer**
  - 406-497-3516
  - danie.williams@northwestern.com
  - Commercial/Industrial, Renewables
- + **Deb Young – Consultant**
  - 406-497-2339
  - deb.young@northwestern.com
  - NEEA, Audits, General



# RESOURCES TO DEVELOP E+ PROJECTS

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## + E+ Outreach to help identify projects (KEMA)

- Outreach
- Process E+ Rebates

## + E+ Program Contractors

- National Center for Appropriate Technology (NCAT)  
Vicki Lynne (engineer 406-492-8166 [vickil@ncat.org](mailto:vickil@ncat.org))
- McKinstry
- Ecova
- CTA
- PECI
- ERM, Inc.



# GOVERNMENT RESOURCES -- ENERGY EFFICIENCY AND RENEWABLES

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- + The State of Montana offers tax credits for energy efficiency
  - <http://deq.mt.gov/Energy/Renewable/TaxIncentRenew.mcpx>
- + USDA offers grants and loans for small businesses and agriculture in rural markets (Not Missoula, Billings, or Great Falls)
  - [www.rurdev.usda.gov/mt](http://www.rurdev.usda.gov/mt)



# QUESTIONS

THANK YOU!

